

# Raytheon Company Specs & Standards Overview

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*Customer Success Is Our Mission*

# Corporate Snapshot

- **Business focus**
  - Defense
  - Government & commercial electronics
  - Commercial aviation
  - Special mission aircraft
- **7 business units at about 45 major sites**
- **\$16.8B in sales**
- **77,000 employees worldwide**

# Stds/Specs Snapshot

- Enterprise license model based on concurrent users & number of sites (>50% cost savings initially)
- Concurrent user levels vary
- Issue one RFP and award a split contract to multiple suppliers
- Intranet page links all subscriptions to correct supplier search engine
- No passwords required
- Several sites subscribe to additional content based on local need (high volume logistics batch processing)
- Usage metrics by dept, BU, and document type – details vary by supplier
- Currently trying a 2-year contract to avoid annual renewal efforts; make sure you have the right access otherwise you are locked in

# Issues

- **Cost containment**
- **“Active” vs. “Historical” packaging of SDO documents by some suppliers**
- **Exclusive distribution rights effecting competitiveness of pricing**
- **Internal link between login data and Directory Services data for validation of user’s location, BU, and dept. number**